

UK SBS PS16187 UK-China Infrastructure Alliance Academy Course
Bidder Day

UK Trade & Investment (Department for International Trade)

17th August 2016

The Westminster Conference Centre, 1 Victoria Street, London, SW1H 0ET

Presenters;

Peter Jay (Strategy, UKTI)

James Ballingall (Head of International Infrastructure and Projects Authority)

Vicky Fan (Head of Capital Investment, Infrastructure & Energy – China Investor Relations, UKTI)

Attendees/registered interest;

Matt Jackson (KPMG), Faye Ye & Gregg Lowden (HSBC), Greg Jones (Pinsent Masons), Graham Winch & Stuart Wells (University of Manchester), Dr Chen Yu-Chang & David Cobb (University College London), Christopher Healy & Maurane van der Stoep (Hogan Lovells International LLP), Suwin Lee & Angela Li (Ernst & Young LLP), Michael Pearson (Clifford Chance LLP), Schula Byrne & Idris Miah (Easter Ventures), Don Ward (Contracting Excellence), David Cook (Berwin Leighton Paisner LLP), Carina Wu & Dr Henry Chan (Arup), Robert Shekleton (Comiid), Hugh Mulcahey & Richard Joy (CoLab), Rinku Bhadoria & Tim Bednall (King & Wood Mallesons), Catherine Clark (Prudential), Colin Simpson & Chris Li (AECOM Ltd), Jun Huang (Wei Yang + Partners), Sean McLachlan & Florian De Chaisemartin (Aviva), Alex Feng & Richard Abedie (PriceWaterhouseCoopers), Lise Bertlesen & Peter Williams (China-Britain Business Council), David Stringer-Lamarre (Fortis Consulting London Ltd), John Mobsby (PPP Solutions Ltd), Wei Li (Asia World Consultancy Ltd), Fiona Heggie (Linklaters), Simon Williams (Operis), Bill Huang (Atkins), Nick Helm (DLA Piper), Guillaume Fleuti (Lloyds), Chris Readon (Addleshaw Goddard LLP), Michael Dallas (APM Group).

Bidder Day Minutes

Please refer to the attached “UK-China Infrastructure Academy Bidder Day” slide pack.

Peter Jay welcomed everyone and presented the agenda of the day (slides 1-2) and also today's speakers. The slide pack was then presented verbatim by James Ballingall (slides 3-9) and Vicky Fan (slides 10-19)

Upon the conclusion of the presentation there was a brief break and we undertook a Question and Answer session. The questions posed were as follows;

North Star House, North Star Avenue, Swindon, Wiltshire, SN2 1FF www.uksbs.co.uk

Questions and Answers

1. What is the profile of the delegates?
The delegates will most likely be senior representatives from state owned enterprises and large private corporates for the first year.
2. How do you envisage the sustainability working after year 1?
This depends on the success of year 1 and the sustainability should be addressed within your bid.
3. It is suggested that previously the local Chinese banking market has been overlooked, are they being looked at to be involved?
We expect this to be an area of development and can be looked in to.
4. Regarding the issue of location, it has been known to require locations within X hours of London. Will this apply to this procurement?
There are no plans to restrict this to a certain area of the UK; however it is logical to have a location with good transport links for the delegates.
5. Is the classroom delivery to be in Chinese?
Yes and the material is to be in both English and Chinese. The level of the delegates will be senior so they need to fully understand what is being communicated. The bidder should address the issue and provide a solution for the language barrier if the majority trainers speak English, e.g. using simultaneous translation.
6. The scope appears to be wide, are you open to a collaborative bid?
Yes. Within your tender submission there is an area to confirm if your bid is placed on behalf of a consortium.
7. What is the financial contribution from the delegates in the first year?
The winning bidder will be contracted to develop a training program with a high quality for both the content and the courses. At this time we cannot quantify the level of Chinese delegates' contribution.
8. What is the assessment/accreditation to be awarded to delegates at the end of the course?
The certificate to be awarded is intended to be the equivalent of a UK qualification
9. Who is the Ministerial Champion for this project?
Originally George Osborne and potentially now his successor. It remains to be seen who will step in due recent political changes.
10. Will the tender documentation detail the specifics of the curriculum and innovation required?

The 'Request for Proposal' document will state the full specification of what is required.

11. Can we see the contract and the payment terms?

This will all be included in the tender documentation, when published.

12. Is there resource within the UK to deliver and speak in Chinese?

This should be address and demonstrated in your bid submission.

13. Can you share the slides from today?

Yes, attached.

14. Can you share todays delegate list?

Yes, above.